

Manager – Business Development – South East Asia (Full Time Role) Mumbai, India

ABOUT UNITILE:

Unitile is India's #1 Raised Access Flooring Brand. With over 26 years of experience, Unitile provides successful and efficacious access flooring solutions to the modernized world by comprehensively understanding the workplace environment. With exceptional product quality and an unsurpassed technical support services, Unitile is successfully redefining the structure of today's ever-evolving workspaces with over 15,000+ clients globally.

KEY RESPONSIBILITIES:

- To promote the company's brand and product solutions for the targeted audience.
- Implementing sales promotional activities as a part of brand building/market development effort.
- Conducting a detailed market study to analyze the latest market trends and providing valuable market insights for planning sales & marketing strategies.
- Identifying and appointing distributors and training them
- Finding and developing new markets and improving sales.
- Identifying and contacting potential clients and arrange meetings
- Develop new business opportunities with potential clients
- Keeping track of upcoming commercial projects and meeting the stakeholders for generating leads
- To understand customer's need and provide them with the right solutions
- Preparing proposals, proposal submission, order finalization & payment collection.

REQUIRED SKILLS, QUALIFICATION AND EXPERIENCE:

Skills:

- Market Feasibility
- Robust negotiation skills
- Confidence in your ability
- Strong communication and people skills
- Presentation and Independent Mindset
- Ability to work in tight deadline pressure
- Ability to communicate clearly
- Strong time management skills.

Qualification and Experience:

- Bachelor's Degree in Mechanical /Civil Engineer.
- Additional Post Graduation degree in Marketing & Sales/ Business management / Business administration will be preferred
- 5 + years of experience handling business development for South East Asia Market.
- Preference will be given to employees from technical and manufacturing background

Salary would be in line with the experience

IT'S MUCH MORE THAN WORK HERE AT UNITILE!